

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XL

SEPTEMBER, 1924

No. 3



"Putting the best foot forward"—

is instinctive advertising policy. To make an attractive page, we are illustrating one of the beauty spots in our nursery fields (Roses); and a pretty flower from another big block (Phlox). We are growing these ornate objects in great quantities, and booking advance wholesale orders for them every day.

But you ought to see our other foot,—in fact, our entire 52,272,000 square feet (1200 acres).

THE BULK OF OUR ACREAGE IS OCCUPIED BY

TREES

A complete list of standard varieties in **Fruit Trees** of all kinds; with every desirable kind of **Small Fruits**. **Ornamental** trees, both **Deciduous** and **Evergreen**,—in very complete assortment. **Deciduous Shrubs**, Hardy Field grown **Roses**, and **Hardy Perennial Plants** of every practical type, are important departments in our production.

Our extensive **Green House** system and **Seed** business, complete the elements which make us a

LEADING DEPARTMENTAL NURSERY

Our Fall catalogs and price lists are being mailed, and we will appreciate your early orders for Fall deliveries, or Winter storage.

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1851

NURSERYMEN-FLORISTS-SEEDSMEN 45 Greenhouses
PAINESVILLE, OHIO 1200 Acres

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American Fruits Publishing Co.

For Season Of 1924

**Pears, Cherries and Roses
Are
OUR LEADERS**

A Complete Variety List of
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ORNAMENTAL TREES
SHRUBS
PERENNIALS, EVERGREENS

W. & T. SMITH COMPANY

Lowest Prices Consistent With Quality
1000 Acres GENEVA, N. Y. 78 Years

Bridgeport Nurseries

Largest in Indiana

Offer in carload lots

Peach

Cherry, 1 & 2 yr.

Apple, 1 & 2 yr.

Norway Maple, 2 $\frac{1}{4}$ inch and up

Sugar Maple, 1 $\frac{1}{2}$ inch and up

These are our own growing
at Bridgeport, and are sure to
please.

Also a general line of other
stock including a large list of
perennials.

C. M. Hobbs & Son

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INDIANA

CHERRY TREES! CHERRY TREES!

The Best That Can Be Grown!

SWEET AND SOUR ONE AND TWO YEAR
CAR LOTS OR LESS

We also offer for Fall and Spring
A General Assortment of

Standard and Dwarf Apple

Standard and Dwarf Pear,
Plum, Quince and Peach

TRUE TO NAME

Write For Our Attractive Prices

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*The summer is going and the
time to cover up on your needs is*

NOW

We Offer

A well-balanced line of
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ORNAMENTAL TREES
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PERENNIALS and ROSES

Also
A Nice Assortment of
ONE-YEAR
APPLE, PEAR, PLUM,
CHERRY
EXTRA FINE!

Yours For
Quality! Service! Integrity!

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Here you have a house full of dollars packed close together.
It's one of our 28-foot Semi-Iron houses.
For the money there is no better house built.

It Works For You 365 Days A Year

Go into a running factory, and the whir of the machinery, the din of hammers, and the bringing in of raw materials and carrying out of the finished ones is indeed an inspiration.

But drop around at noon, and what a deathly stillness! All is stopped. Nothing is happening. Costs are going on, but nothing is doing to meet them.

How directly the opposite in a green-

house filled with cutting and grafted stock! All is quiet.

Nothing seems to be doing. But every minute of the day and night, things are growing, turning themselves into money for you.

Let's get a greenhouse money-making for you.

Glad to talk it over with you. Say when and where and we'll be there.



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LEADING GROWERS
EVERWHERE

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The BOLENS is a motorized wheel hoe with
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and cultivating.

A Differential Drive makes turning easy.
All attachments instantly interchangeable.
A great labor saver.

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Princeton in New Jersey

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Kingston, N. J.

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Princeton Nurseries

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1924

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ESTABLISHED 1847

Offers a fine stock of Specimen
Evergreens, Fruit and Orna-
mental Trees and Shrubs.

Will be pleased to quote on your list of wants.

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Forsythia, Fortunei
Lilac, Com. Purple

Philadelphus Coronarius
Philadelphus Gordonia
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Quince

NORWAY MAPLE

3 to 4 ft. grade
4 to 5 ft. grade
5 to 6 ft. grade

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Best Tree Digger on Earth



Write for Descriptive Circular and Prices

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Nurseries & Orchards Co.
LOUISIANA, MO.

AMERICAN NURSERYMAN---September, 1924

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.80 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the curio operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Single copies of current volume, 20¢; of previous v. I. & II., 15¢.

RALPH T. OL'COTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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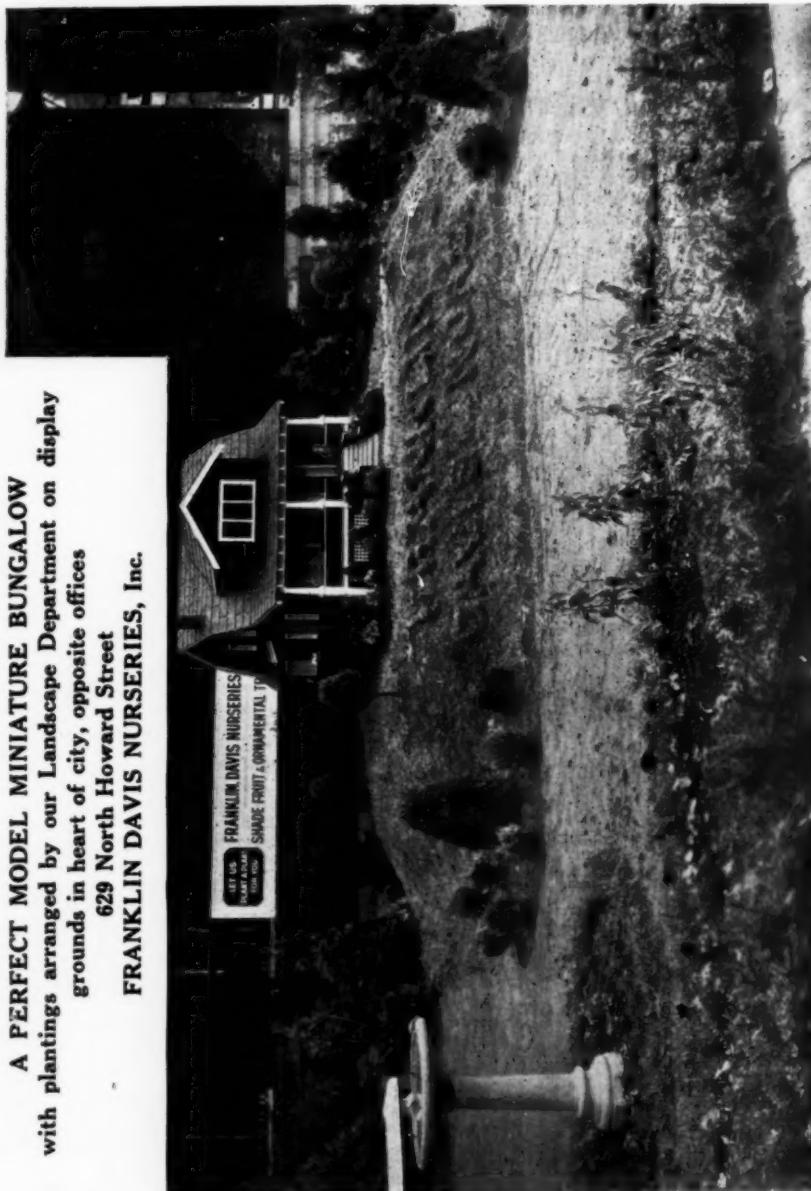


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A PERFECT MODEL MINIATURE BUNGALOW
with plantings arranged by our Landscape Department on display
grounds in heart of city, opposite offices

629 North Howard Street

FRANKLIN DAVIS NURSERIES, Inc.



NURSERIES, MULLIKIN, PRINCE GEORGE COUNTY, MARYLAND

American Nurseryman

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XL

ROCHESTER, N. Y., SEPTEMBER, 1924

No. 3

ONE THOUSAND MEMBERS TO MARK THE ANNIVERSARY

A Fine Aim For the Semi-Centennial Celebration of the American Association of Nurserymen—What Part Will You Have in Reaching This Goal—Here is a Plan Under Which All Can Co-Operate Actively—A Nation-Wide Contest By States—Silver Cup For the Winner To Be Contested For In Succeeding Annual Contests, Providing For Continued Regular Increase.

SINCE the aim of the officers and members of the American Association of membership total to 1000 as a prime feature of the Semi-Centennial Celebration in Rochester, N. Y., next June, it will be necessary to effect an organized movement with this single object in view and to make every day count for progress as soon as such a movement can be put into operation. Experience has shown repeatedly that only by organized effort can appreciable increase in membership be attained; and the goal set for this drive is more ambitious than any that has been undertaken.

As we have again and again urged, in endeavoring to aid in increasing A. A. N. membership, getting members for the association is a matter of salesmanship. There must be a lot of good salesmen in the A. A. N. membership. Here is a valuable thing offered to a special class. The salesman of a membership in the national association has his field laid out for him. He does not have to solicit Tom, Dick and Harry; his field is the Nursery trade every member of which is by the nature of his business predisposed in favor of the proposition. It ought to be easy if present members can be aroused to the importance of the matter.

Those who sell memberships in the A. A. N. should be thoroughly versed in what they have to sell. The direct benefits of membership in the association should be tabulated—and President Kelsey in his annual address in Atlantic City in June showed graphically what the association has done for its members in a single year and what is in prospect for still greater benefits. An outstanding benefit of national association membership is the pronounced advantage gained by large number united for action in matters of legislation, pro and con. When important legislative measures are pending, federal or state, Nurserymen see the necessity for united action but it is then too late to get it through bona fide regular membership as a big unit. The time to prepare for such contingencies is right now—in advance of what may be brewing later in legislative halls. Moreover, as we have said, again and again, it is constructive, aggressive legislation on the part of the Nursery industry in its own interests that is needed, as well as defensive action when necessary.

One of the very best incentives toward vigorous action is competition, and this can be brought into play effectively through team work by members in friendly rivalry in this matter of getting members.

For instance: How would it do to incite national association members in Alabama to endeavor to beat out national association

members in Georgia in the number of new members added from the respective states; this to be done by the organization of a membership team in Alabama, and the same in Georgia, with a captain and lieutenants representing the counties or sections of the state, making daily or weekly reports to the secretary of the association or to the chairman of the membership committee of the A. A. N.; pitting also Pennsylvania against New York, Missouri against Kansas, New Jersey against Illinois, etc.

The state vice-presidents of the national association might be asked to act as captains of their state teams. In this way the state vice-presidents could do something in return for the honor conferred upon them as representatives from their states. If closer organization is desired, let the state vice presidents act as colonels to whom the captains and lieutenants of local teams could report, the state vice-presidents in turn reporting to the executive secretary or the committee chairman who, we suppose would be entitled to wear the shoulder straps of a general.

Some such plan could be conducted as a special drive in a limited time; or it could be made a year-around proposition with a round-up at convention time when the Membership Campaign could be featured on the program with brief addresses, special honorary mention of exceptional individual work by members and perhaps the awarding of one or more prizes of moderate intrinsic value but of high honorary value. The trade press would feature this phase of national association activity as the contest progressed and enthusiastic co-operation would be assured.

Perhaps a silver loving cup might be offered as a prize to the winning team for the year, such cup to be engraved to show the name of the team, the year the cup was won and the number of members procured. This cup might repose in the possession of the vice-president of the state winning it; any state winning it in three consecutive years to earn the right to ownership of the cup, another one being offered for future winning. We think that such a prize contest would inspire the teams to do their utmost to bring in new members and earn the cup for their state and that the revenue from memberships so procured would warrant the offering of the prize.

There is a thought, also, in what the affiliated sectional trade associations might do to push this along. For instance the Western Association of Nurserymen, the Pacific Coast Association, the Southern, Southwestern, Eastern, New England and

Canada associations might see fit to offer a sectional prize—additional—for the state within its jurisdiction winning the American Association Cup—an added incentive.

Suggestions are in order. Let us have them.

A Famous Old Nursery

Half-a-century before the start of Veitch's Chelsea Nurseries the original business of the greatest horticultural family we have known was established at Exeter, and here the Royal Nursery, with branches at Exwick and Exminster, still retains a dignified air which becomes its greatness, a greatness not measurable by yards or acres but by achievements.

What a revelation it would be were it possible to publish in full detail the records of all the consignments of rarities which have gone out from the Royal Nurseries, Exeter. The Botanical gardens of the world, the finest public and private gardens in existence, have from time to time called upon Robert Veitch and Son to supply their requirements, and today, despite the devastating effects of the inevitable sacrifice of much that is well nigh irrecoverable, which had to be suffered during the war period, the Nursery can still cheerfully and ably respond to enquiries from all quarters provided the importation of British plants is permissible.

Even to name the half of the good things to be seen in these Nurseries would require the whole of an issue of H. T. J., for from end to end the place is occupied with shrubs and plants of merit.

The whole collection of Rhododendrons runs into hundreds of names, and the work of raising new varieties and hardy hybrids of the gorgeous Himalayans still goes steadily on.

Messrs. Veitch also pay great attention to the Kurume Azaleas, a select group which Mr. E. H. Wilson describes as "the loveliest of all Azaleas." Shin Seikai, Kirin, Kumo no Uye, Tsuta Momyii and Azuma Kagami are the Oriental names of a set of five which Messrs. Veitch can at present supply, and their colours include cream, rose, salmon, and delicate pink. The flowers are generally of the hose-in-hose type, and whilst extremely decorative for greenhouse culture the plants are proving sufficiently hardy for outdoor culture in sheltered British gardens.—Horticultural Trade Journal, England.

Nursery Prices in France

At a recent meeting of French Nurserymen at which the principal growing districts were represented the subject of prices was discussed. Rene Barbier, from the Orleans district, said there would be a general advance in prices for forest trees. On account of rising cost of labor, said M. Croibier, of the Lyons district, prices for roses must be higher. Standard roses had not grown well. M. Nombot, speaking for the Paris district, thought that prices for fruit trees would remain as at present, and that forest and ornamental trees would be dearer.

ON THE EVE OF A TRADE SEMI-CENTENNIAL

Prominent Nurserymen of Fifty Years Ago Who Laid the Foundations For the Present National Association—Nurserymen Were the Leaders In the Original Combined Organization—Henry Ward Beecher's Observations on the Nurserymen's Vocation Before There Was a National Body.

The First Quinquennial

Until 1887 the Nurserymen's national organization included florists and seedsmen, under the name, American Association of Nurserymen, Florists and Seedsmen.

First Annual Convention—Chicago, June 14-15, 1876. President, Elisha Moody, Lockport, N. Y.; secy., D. Wilmot Scott, Galena, Ill.; treas., A. R. Whitney, Franklin Grove, Ill. Executive committee: T. S. Hubbard, Fredonia, N. Y.; L. K. Scofield, Freeport, Ill.; J. J. Harrison, Painesville, O.

Second Annual Convention—Chicago, June 20-21, 1877. President, J. S. Stickney, Wauwatosa, Wis.; vice-president, J. J. Harrison. Secretary Scott and Treasurer Whitney served continuously until the thirteenth annual convention in 1888, a period of 12 years. Executive committee: H. E. Hook-

er, Rochester, N. Y.; T. S. Hubbard, Fredonia, N. Y.; Dr. J. E. Ennis, Clinton, Ia.; Charles E. Bowen, Detroit, Mich.; E. Moody, Lockport, N. Y.

Fourth Annual Convention—1879. President, T. S. Hubbard, Fredonia, N. Y.; vice-president, William Watson, Brenham, Tex. Executive committee: S. W. Hoover, Dayton, O.; Franklin Davis, Baltimore, Md.; Geo. B. Thomas, West Chester, Pa.

Fifth Annual Convention—Chicago, June 16-18, 1880. President N. H. Albaugh, Tadmor, O.; vice-president, G. B. Brackett, Denmark, Ia. Executive committee: S. W. Hoover, Dayton, O.; E. A. Powell, Syracuse, N. Y.; George B. Thomas, West Chester, Pa. Among those who were on the program were: Peter Henderson, New York; Prof. Hussman, Missouri; Dr. Warder, Ohio; Isador Bush, Missouri; Suel Foster, Mo.

Looking back fifty years or more ago, it is interesting to note conditions and comment thereon, at the time, largely for the comparison with present day conditions. Henry Ward Beecher, 1813-1887, American pulpit orator, lecturer, essayist and controversialist, in a series of chronicles of his observations on agricultural and horticultural topics had this to say of the Nurseryman's vocation in the period just before the Nurserymen of the country were asked to join in a national organization:

THE NURSERY BUSINESS

The great interest in the cultivation of fruit which has been excited within a few years, has given rise to many Nurseries to supply the demand, and every year we see the number increasing. Or rather, we see new adventures in this line, for the failure of many and the abandonment of the business, prevents the number from becoming so great as one would suppose.

We are very glad to see the art of fruit culture increasing, and we are very glad to see competent men embarking in the Nursery business. But we are sorry to see the impression gaining ground that it is a business which anybody can conduct, and that every man can make money by it who knows how to graft or to bud. Let no man embark in it under such misapprehension.

In the first place, the time, and labor, and

patience required for a successful Nursery business is much greater than any one suspects beforehand. If a man has a large capital he may begin sales at once upon a purchased stock. But if one is to prepare his own stock for market, and this must be the case with by far the greater number of western Nurserymen, it will require several years of expensive labor before he can realize anything. Nor even then will he be apt to receive profits which will at all meet his expectations. During these years of preparation on what is he to live? If he has means, very well; but let no man suppose that he can get along, especially with a family on his hands, during the early years of his Nursery, if he has nothing else to depend upon. The mere physical labor of keeping a Nursery in proper order is such as to make it no sinecure.

But all this is a less consideration than the special skill and vigilant care required to conduct a Nursery in an honorable manner. Nowhere do mistakes occur more easily, and nowhere are they more provoking, both to the buyer and seller. It is rare that assistants can be had upon whom reliance can be placed. There are men enough to plow, and grub, and clean; but to select buds and grafts, to work the various kinds, and plant them safely by themselves, this, usually, must be done by the proprietor. Where a Nursery is carried on by assistants, it makes almost no difference how much care is used, mistakes will abound.

The extent to which an error goes is not unworthy of a moment's attention. We

purchased of a very highly respectable Nurseryman, the Royal George peach. The first season many buds were distributed from it. An expert Nurseryman in the vicinity, among others, got of it. The credit of the original proprietor of the tree was such that it was thought safe to propagate at once, and thousands of trees were worked with these buds; from him, Nurserymen from neighboring counties procured scions, and now the Royal George, which has proved to be no Royal George at all, is scattered all over the country. When a Nursery contains from fifty to a hundred kinds of apples, thirty or forty kinds of pears, ten to twenty sorts of cherries, thirty or forty kinds of peaches, besides plums, nectarines, apricots, etc., there will be some two or three hundred separate varieties of fruit to be propagated each year, and of each sort from a hundred to a thousand or more trees, according to the business of the Nursery. Two things are apparent from this view; first, that such unremitting and sagacious vigilance is required that not every one is fit to be a Nurseryman; and, secondly, that not every Nurseryman is a scamp who puts upon you trees untrue to their names. No doubt there are roguish Nurserymen; no doubt, too, there are culpably careless men in this, as in all other forms of business. But no one will be so charitable to Nurserymen as those who understand the difficulties of their business; and a mistake, and many of them, may occur in well-appointed grounds, which no care could well have prevented.

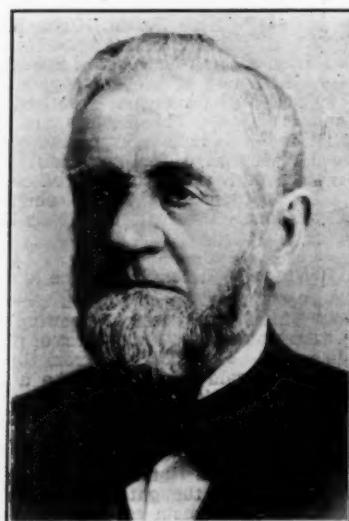
We think this to be a business to which no man should turn, except under two conditions; first, that he will, if he has not already, serve a faithful apprenticeship to it—we do not mean by regular indenture, but by practicing for several years in a good Nursery until the prominent essential parts of the business have become practically familiar.

The other condition is, that he make up his mind to see to it himself.

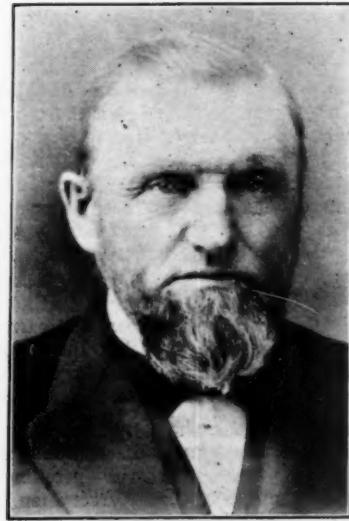
This is a pretty close estimate, by a layman, of the conditions even at this day surrounding one who embarks in the Nursery business. That the author had not the opportunity, however, to note the marked successes during the long period which has elapsed since his time is emphasized when

(Continued on Page 62)

A. A. N. LEADERS IN THE 19TH CENTURY—"AMERICAN NURSERYMAN" SERIES



ELISHA MOODY, Lockport, N. Y.
President A. A. N., 1876



JAMES STICKNEY, Wauwatosa, Wis.
President A. A. N., 1877



T. S. HUBBARD, Fredonia, N. Y.
President A. A. N., 1879



WE ARE HEADQUARTERS FOR LINING OUT STOCK

HILL'S EVERGREENS

We offer a complete assortment of Evergreens for lining out in standard, choice and rare varieties. Look over the partial list shown here.

Reservations can be made now for Fall and Spring delivery.

We also grow deciduous trees and shrubs in lining out grades.

New Fall Trade List now ready to mail on request to the trade only.

CHOICE EVERGREENS

O—Indicates never Transplanted. Suitable for Bedding Out.

Each x indicates one Transplanting.

	Inch	100	1000
Balsamea	x 4-6	\$ 7.00	\$ 60.00
Concolor	o 4-6	5.00	40.00
"	xx 8-10	40.00	.....
Douglasii	o 4-6	4.00	30.00
"	x 8-10	13.50	112.50
Veltchii	x 4-6	6.00	.....
Hicks			
Orientalis	o 6-8	2.50	15.00
"	x 4-6	12.00	110.00
"	x 4-6	12.00	.....
"	x 4-6	10.00	.....
"	x 4-6	10.00	.....
Cedars			
Atlantica Argentea	o 2-4	6.00	50.00
Deodara	o 2-4	6.00	50.00
Cypressus			
Arizona	o 2-4	5.00	40.00
Lawsoniana	x 6-8	10.00	.....
" Alumii	x 8-10	30.00	.....
Sempervirens Pyram's	x 6-8	7.00	60.00
Junipers			
Comunis	o 6-8	4.50	30.00
" Suecica	x 6-8	15.00	140.00
Sabina	x 6-8	25.00	.....

JUNIPERUS—Cont.

Scopulorum	o 6-8	\$ 10.00	\$ 90.00	Ponderosa	x 6-8	\$ 6.00	\$ 50.00	
Virginiana	o 6-8	4.50	35.00	"	xx 10-12	15.00	.....
"	xx 12-18	22.50	200.00	Strobus	x 6-8	8.00	70.00	
"	xx 18-24	27.50	250.00	Sylvestris	o 4-6	2.50	15.00	
Kosteri	x 8-10	35.00	.....	"	x 6-8	7.00	60.00
Larix				"	xx 12-18	17.50	.....
Europea	o 12-18	3.50	25.00	Retinospora				
Pleea	o 6-8	4.50	35.00	Filifera Aurea	x 8-10	25.00	.....
Alba	o 6-8	2.50	25.00	Filifera	x 8-10	15.00	.....
Canadensis	o 4-6	5.00	40.00	Plisifera	x 6-8	15.00	.....
Engelmanni	o 4-6	4.00	30.00	Aurea	x 6-8	15.00	.....
Excelsa	o 6-8	2.50	15.00	Plumosa Aurea	x 6-8	12.50	.....
"	x 8-10	8.00	70.00	Plumosa	x 6-8	12.50	.....
"	xx 12-18	15.00	125.00	Squarrosa Veltchii	x 6-8	15.00	.....
Pungens	o 4-6	5.50	45.00	TAXES				
"	x 8-10	16.00	150.00	Canadensis	x 10-12	17.50	.....
"	xx 10-12	30.00	.....	Compacta	x 4-6	25.00	.....
Firres				Doug. Aurea	x 8-10	25.00	.....
Austriaca	o 4-6	\$ 5.00	\$ 40.00	Glob. Nova	x 6-8	22.50	.....
"	x 10-12	9.00	80.00	Pyramidalis	x 6-8	20.00	190.00	
"	xx 12-18	25.00	.....	Ware'a Sib.	x 6-8	25.00	.....
Banksiana	o 6-8	2.50	15.00	Woodwardi	x 6-8	22.50	.....
"	x 10-12	8.00	70.00	Tsuga	Canadensis	x 4-6	12.00	110.00
Densiflora	o 4-6	6.00	50.00					
Excelsa	o 4-6	7.00	60.00					
Montana Uncinata	o 6-8	6.50	50.00					
Hill's Mugho Pine	x 4-6	15.00	140.00					
Ponderosa	o 4-6	2.50	15.00					

The D. HILL NURSERY CO., Inc., P. O. Box 402, Dundee, Ill.

EVERGREEN SPECIALISTS — LARGEST GROWERS IN AMERICA

FOR SALE

Over three million very fine ONE-YEAR GRAPE VINES in the leading varieties, and a limited amount of TWO-YEAR VINES in most varieties.

CURRENTS and GOOSEBERRIES we have in both one and two-year in all of the leading varieties, and fine stock.

We can furnish TIP PLANTS in COLUMBIAN and PLUM FARMER RASPBERRIES. Spring delivery.

We also have root cutting plants in ELDORADO, BLOWERS, WARD and SNYDER BLACKBERRIES.

Let us quote you prices on your list of wants. They will be right.

Our stock is open to inspection and all guaranteed.

When in Fredonia call and see us. We give prompt service.

Foster Nursery Co., Inc.
69 Orchard St., Fredonia, N. Y.

JUNE BUD PEACH TREES

All leading varieties for commercial orchards.

Also shippers of GENUINE SEEDLING PEACH SEED, car lots or less.

ODESSA DALE NURSERIES
ODESSA DALE, GA.

STRAWBERRY PLANTS

Everbearing and standard varieties. We grow 5,000,000 to 10,000,000 annually on new grounds. Raspberry plants and blackberry plants. 1,000,000 asparagus plants; best that is possible to grow. 100,000 Horseradish. Concord grape vines. Write for prices.

F. W. DIXON, HOLTON, KANSAS

PEACH TREES

1,250,000 June Budded Peach, J. H. Hale, Elberta, Carman, Riley, Belle Ga., Mayflower, Gov. Hobk., Early Rose, Red Bird, Early Elberta, Sneed, Early Wheeler, Indian Blood, Justice Oct.

WRITE FOR PRICES

Cureton Nurseries, Austell, Ga.

SPECIMEN TREES

at Wholesale

A Choice Lot of
PLATTE RIVER CEDARS
AUSTRIAN, SCOTCH AND
JACK PINES AND BIOTA

up to ten feet in height.

Also several thousand
BERBERIS THUNBERGII
in 24 to 30 inch grade
Write for Trade List.

KANSAS EVERGREEN NURSERIES
Manhattan, Kansas

NURSERY FOR SALE OR WILL INCORPORATE

Will sell all growing Nursery stock with or without real estate. Have been established over 25 years. Are doing annual catalogue and wholesale business. Located 28 miles northwest of Baltimore. Grow general Nursery stock, specializing in Peach trees, California Privet, Asparagus, Rhubarb, Shrubbery and Evergreens.

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Westminster, Md.

RASPBERRY PLANTS

Fall Delivery

CUTHBERT, ST. REGIS, PLUM FARMER, KANSAS, CUMBERLAND, GREGG, HONEY SWEET, WINFIELD.

A. G. BLOUNT, Hastings, N. Y.

FOR SALE—All or part of

Good Retail Nursery Business
In a Thriving Fruit Center

B-24, AMERICAN NURSERYMAN,
Rochester, N. Y.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent, NOT OWNED BY NURSERYMEN.

Seedlings for Lining Out

	Per	Per
Hemlock	1,000	10,000
6-12 in.	\$37.50	\$350.00
12-18 in.	50.00	425.00
18-24 in.	75.00	650.00
White Spruce	35.00	300.00
6-12 in.	45.00	400.00
12-18 in.	65.00	500.00
Rhododendron Maximum and Kalimna		
4-8 in.	25.00	200.00
8-15 in.	48.00	400.00
18-24 in.	75.00	650.00

Cash with order—Packed free.

A. J. Schneider
Mamaroneck, New York

We Have To Offer

For Fall 1924 and Spring 1925, APPLES, PEACH, PEARS, PLUMS, GRAPES one and two-year; also PRIVETS one and two-year old. Seedling Peach Seed at \$3 per bushel. Black Walnuts, hulled at \$1 per bushel, F.O.B. McMinnville, Tenn.

Cumberland Valley Nursery Co.

McMINNVILLE, TENN.

We Grow in Large Quantity
For the Trade Especially

GRAPE VINES, RED and BLACK
CURRENTS, ASPARAGUS ROOTS, RHUBARB
in 1 and 2 yr. old. Also cuttings of same.
Write for list and price.

L. J. RAMBO, Bridgeman, Mich.

CHAMPION STRAWBERRY

Extra nice plants. True to name.

Lowest Prices.

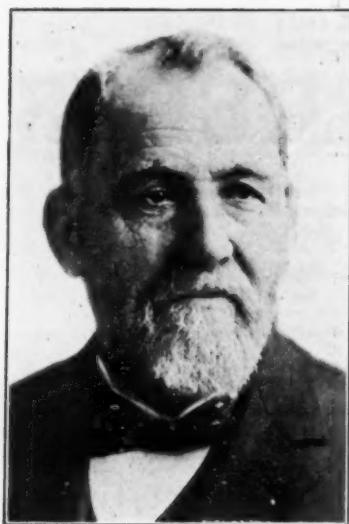
E. V. WRIGHT
Hamburg, Iowa

GRAPE VINES

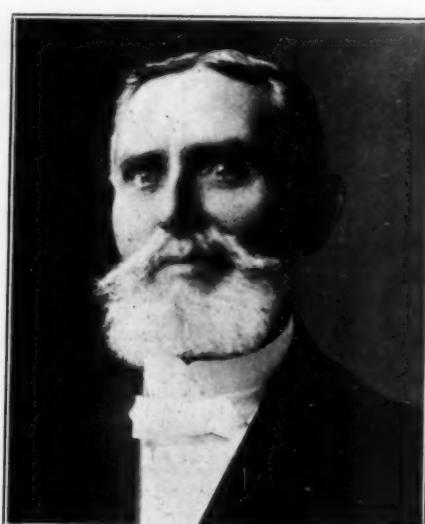
Also currants, asparagus, strawberries. Send for Price List and Particulars.

ESSIG NURSERY
Bridgeman, Mich.

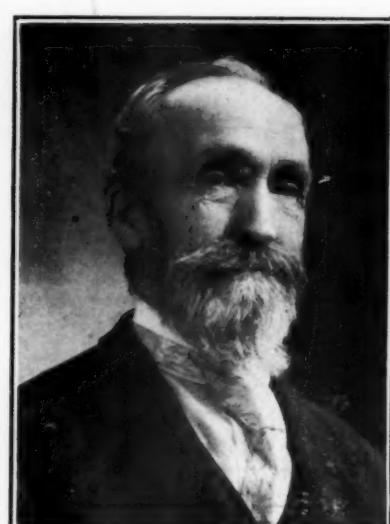
A. A. N. LEADERS IN THE 19TH CENTURY—"AMERICAN NURSERYMAN" SERIES



N. H. ALBAUGH, Tadmor, O.
President A. A. N., 1880-1881



J. J. HARRISON, Painesville, O.
Vice-President A. A. N., 1877



COL. G. B. BRACKETT, Denmark, Ia.
Vice-President A. A. N., 1880

Eve of a Semi-Centennial

(Continued from Page 60)

the above extract is set side by side with the address recently delivered on "The Most Important Industry in the Country," (published on page 46 of the August issue of the *American Nurseryman*), by that other orator, lecturer, essayist and controversialist, John Watson, whose observations began almost where those of Beecher left off.

Both of these comprehensive surveys are peculiarly appropriate for consideration on the eve of the semi-centennial of the national organization of Nurserymen.

Noah H. Albaugh

Noah H. Albaugh was born in the western part of Miami county, 14 miles north of Dayton, Ohio, in 1834. He was one of a family of six children, reared in the surroundings of pioneer life and log cabins.

In 1854 he married Lucinda Beeson and moved to a farm located on the eastern banks of the Great Miami River about ten miles north of Dayton. The following year 1855 he established and began the cultivation of a small Nursery which later became a large commercial Nursery establishment and in 1888 was incorporated under the laws of Ohio for \$100,000 and known as the Albaugh Nursery and Orchard Company. He was elected its first president which place he occupied until the time of his death, August 1907. He was many times elected president of the Miami Horticultural Society and also filled the same position for several years with the Montgomery County Horticultural Society. For two terms he was president of the American Association of Nurserymen and in 1899 he was president of the Nurserymen's Mutual Protective Association.

In 1890 he, with a company of prominent horticulturists made a trip through the State of Georgia and noting some fine fertile lands near Fort Valley, Georgia, purchased more than 5,000 acres in that country and planted thereon 500,000 peach trees. Two years later the Albaugh, Georgia, Fruit Company was incorporated and gave extensive cultivation to about 2000 acres located three miles east of Fort Valley. Mr. Albaugh's initiative in conjunction with Mr. Hale, who had a large orchard nearby, procured the building of a railroad branch by the Central of Georgia Railroad Company. This tract was three miles long and passed through the center of the Hale and Albaugh peach orchards. This territory has of late years become the peach paradise of America; it was the foresight and early initiative of these men that resulted in the extensive cultivation of peach orchards in Houston County, Georgia.

First President A. A. N.

Elisha Moody, Lockport, N. Y., first president of the American Association of Nurserymen, was born at Unity, N. H., Oct. 27, 1809. His first Nursery planting was made in 1829. He was mayor of the city of Lockport in 1866, member of the State Assembly in 1867; president of the American Association of Nurserymen in 1876; president of the Niagara County Agricultural Society and chairman of the Niagara County Republican Committee. He died April 18, 1891.

Trees in Vineyards

Will the vineyards of Napa County be replaced by some other kind of fruit? No one has yet been able to give a positive answer to this question. A number of farmers are taking precautions to be prepared for any emergency that the present prohibition movement may precipitate.

Our grape growers realize that their present prosperity is due to the high prices which they have been receiving for the fruit which they have shipped East. This prosperity may be but temporary, and for this reason the vineyards are being interplanted. In many cases no vines are removed, but the tree is set right beside the vine, where it grows very satisfactorily. In six or seven years it may be necessary to remove a few vines to make room for the trees. At the end of that time we may know whether the grape industry will continue to be profitable or not.

Other growers are interplanting their vineyards with walnuts. Pears also are used by some. We find that this can be done successfully where the growers take good care of their property. It is, of course, needless to say that in a vineyard that is neglected it would do very little good to plant a tree that is to receive no care. We have vineyards that are at present producing as much as four tons of good, market-

able grapes per acre, in which trees are growing which may replace the grapes, should it become impossible to market them.

Our farmers think it advisable to plan ahead, in order to be prepared for any emergency that may arise. If, after a number of years, conditions should warrant the continuation of the viticultural industry, some of our growers might actually take out the trees that have been interplanted in the vineyards.—H. J. BAADE, Farm Advisor, Napa County, Cal.

A Kelsey Message To the Trade

Every man, woman or firm now a legitimate member of the Nursery industry and doing business on upright, ethical lines, can be a member of the A. A. N. and should be. This membership means more than most folks realize. It confers an honor; it extends a privilege; it leads to closer, more enjoyable human relationships; and it not only inspires, but also definitely helps to create and maintain bigger, better, more profitable business.—President Harlan P. Kelsey, American Association of Nurserymen.

Theodore S. Hubbard

Theodore S. Hubbard was born in Cameron, N. Y. in 1843 and was an alumnus of Alfred University.

He was a pioneer in the business of propagating grape vines in Chautauqua county and later established the company which still bears his name. Mr. Hubbard helped draft the constitution of the American Association of Nurserymen and was its chief executive. He was public-spirited and progressive. The same energy and fidelity which marked his business career was devoted to the welfare and growth of his town and church. He died in 1906 at the age of 63.

When writing to advertisers just mention *American Nurseryman*.

Conference On Blister Rust Quarantine

The Federal Horticultural Board, United States Department of Agriculture, has recently been requested by the American Association of Nurserymen to consider revision of Federal Plant Quarantine 26. This quarantine regulates the movement of currants, gooseberries, and five-leaved pines (host plants of white pine blister rust) from states east of the Great Plains to Western states. It also prohibits the movement of cultivated black currants and five-leaved (white) pines from New England into New York, and from New York and New England into any other state.

This quarantine was established in 1917 and many changes in the blister rust situation have taken place since that time. In

view of this fact, the board has granted the request and announces that the conference will be held in their offices in the United States Department of Agriculture, Washington, D. C., at 10 a. m., September 26, 1924.

Any one interested in this matter is invited to attend the conference. Each state in which white pines are important as timber and ornamental trees deserves to have a representative at this conference or to send a written statement expressing his attitude toward continuance of the quarantine in its present form. It is expected that the Nursery interests will be well represented, and it is equally desirable that pine growers, forestry associations, etc., should also present their views.

QUALITY PHOTOGRAPHS



Nurserymen's and seedsmen's photographic requirements are peculiar. To sell his merchandise the true character of the subject must be shown to best advantage. Our fine, new photographs are made with this in mind.

For use in Catalogs and As Salesmen's Samples

Send us your latest catalog together with list of varieties of which you would like better cuts. Photographs for your selection will be mailed immediately you return the ones not used.

(no obligation on your part)

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Phone Stone 1387

EVERY NURSERYMAN SHOULD CATALOG **BURTS** GARDEN AND FLOWER **SEEDS**

You can profitably sell BURT'S SEEDS through your Nursery catalog without one cent investment in stock.

DEALERS CARRY NO STOCK—WE SHIP DIRECT

We will pack and ship prepaid any quantity of any variety of garden and flower seed to your customers under your tags or labels, allowing a large dealers' discount. We protect you in many ways, giving you credit in future years for business built up during former years, send you notice of shipment, include free seeds with and guarantee the safe delivery of every order, and we stand back of the quality. Write for complete details and information.

W. D. BURT CO.,

DALTON, N. Y.

PORTLAND ROSES

Field-Grown—2 yr. Budded Stock

Over 300 Varieties to Select From

Our climate and soil produce, without irrigation, a hardier bush with a finer root system on which we receive many voluntary compliments.

Don't fail to get our prices before placing your order—or send us your want list for quotations.

Give us a trial and you will become one of our many satisfied customers.

Mountain View Floral Company

341 East 72d St. So.
Portland Oregon

PEONIES For Fall Planting

We have numerous acres of Peonies to offer for fall delivery. Can quote you prices on almost anything you desire in the Peony line. If in the market write us for quotations. Our new price list will be issued in a few weeks. If interested in Peonies, will be glad to forward to you a copy of same.

THE GOOD & REESE COMPANY
Springfield, Ohio

Wanted

CORNUS FLORIDA RUBRA

(Red-flowering dogwood)
3'4" and 4'5", One hundred each

FRUITLAND NURSERIES
AUGUSTA, GA. P. O. Drawer 910

The Source of RELIABLE Nursery News

Is the Nursery Trade Journal

EXCLUSIVELY FOR NURSERYMEN

Those who are content
with a side issue
Get side issue results

The only publication in America devoted to the Nursery Trade as a Main Issue is the

AMERICAN NURSERYMAN

LARGE EVERGREENS

PINES

White, Red and Scotch

5 to 14 ft. high
Twice Transplanted
Growing in rows 12 ft. by 12 ft.

Priced Low
Buyer to Dig.

LOCATED AT CHESTER, N. J.
3 railroads within 4 miles.

Inspection any time

Chas. Momm & Sons Inc.

Union, Union County, N. J.

Large Norway Maple, Lindens, Pin Oaks, Etc., 3-5 in. cal.

Retinosporas, Austrian and Scotch Pines, Koster Blue Spruce, etc., 6-8 ft. and Smaller.
Trade List Ready Now. Write for Your Copy Today.

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Lancaster, Pa.

New Crop North Carolina Natural PEACH SEED

We are large shippers of screened Stock.
Write us for prices

HICKORY SEED COMPANY
Hickory, N. C.

Apple, Peach, Figs, Grapes, Asparagus roots, California Privet, Climbing Roses, Ornamental Shrubs, and lining out stock for Fall 1924 and Spring 1925.

Let us have your want lists.

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OF
PERENNIALS
PEONIES
BLEEDING HEARTS
BARBERRY THUNBERGI
GLADIOLUS BULBS
BUY FROM

Weller Nurseries Co.
Growers of
"That Wonderful Root-system."
HOLLAND, MICHIGAN

PEACH TREES

30 Varieties
All Grades
Car lots or less. Prices right.
Shipping begins October 1.

Beautiful lot of Trees.
Also Apple, Pear, Plum, Etc.
SMITH BROS. NURSERY CO.
CONCORD, GA.

AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Monthly by
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89 State Street, Rochester, N. Y.

RALPH T. OLcott, Pres. and Treas.
Phones—Main 5728. Glenwood 780

Chief International Publication of the Kind

SUBSCRIPTION RATES	
One year, in advance	\$2.00
To Foreign Countries and Canada	3.00
Single Copies	.20

Advertisements should reach this office by the 25th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., September, 1924

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1868, as long-time Nursery concerns knew, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalists."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

THE MID-MONTH ISSUE

American Nursery Trade Bulletin

Affords in connection with the "American Nurseryman" an exceptional semi-monthly trade publicity service for Nurserymen. Rate: \$2.00 per inch; forms close 10th. Advertisements in "American Nurseryman" are reproduced in the "American Nursery Trade Bulletin." Subscription, \$1.

"Standardized Plant Names," by Olmsted, Coville and Kelsey, is the standard in this field.

A VERSATILE PRESIDENT

Nurserymen more and more are taking advantage of summer's opportunity to fare far afield, either by train or automobile, and to learn much of direct value to their business while at the same time obtaining needed relaxation. Some have visited Europe, and at least two well-known members of the trade, W. C. Reed and Henry B. Chase, are planning a trip around the world. But none will have a more unique nor a more strenuous tour than is that which President Harlan P. Kelsey of the American Association of Nurserymen is enjoying while he contributes materially to the preservation for all others of native mountain scenery.

A recent copy of the Knoxville Journal says that Mr. Kelsey, representing the Appalachian Club, and three other members of the commission met in Knoxville on Aug. 6 for a five days' tour of the site proposed for a National Park by the Knoxville Smoky Mountain Conservation Association. The other members are Col. Glenn S. Smith of the U. S. Geological Survey; Major W. A. Welsh, general manager of the Palisades Interstate Park of New York; and William C. Gregg representing the National Arts Club of New York. The party included local conservationists and officials, Gov. Peay of Tennessee, and motion picture operators. This tour was scheduled: Drive to Gatlinburg and spend the night; proceed on horseback as far toward the summit of Mount LeConte as possible, then advance on foot to the top, spending the night at the foot of the summit; descend the mountain by a different route and thence to Elkmont to spend the night; proceed by logging train to Siler's Bald, then disembark and climb to the top, after which climb to summit of Clingman's Dome before returning to the city for the night; after resting over Sunday at Elkmont, go through Cade's Cove and ascend Gregory's Bald and Parson's Bald in Blount County; work down the Little Tennessee River to Calderwood.

This explains President Kelsey's statement at the Atlantic City convention that for six weeks or more after the convention he would be tied up with other than trade matters. This work of national conservation is just one illustration of Mr. Kelsey's versatility of interests. It emphasizes our suggestion in advance of the last convention that the A. A. N. would miss a great opportunity if it did not retain Mr. Kelsey in the presidency for at least another term.

NEVER BETTER EQUIPPED

Readers of the American Nurseryman who are not members of the American Association of Nurserymen may see at a glance what the national organization is doing, by turning to the summary of a single year's activities; it is worth perusal even for those who have closely followed the record of these activities in this journal.

It is worth much to be directly associated with the leading men in the trade and to have a part with them in building up the organization which is conserving trade interests and constantly looking forward to advancement in many phases of trade activity.

The A. A. N. welcomes to its ranks all Nurserymen whose aim is to give honest service and to co-operate for the welfare of the Nursery industry. Time and again this journal has especially urged Nurserymen to maintain not only national but also sectional trade association membership because of the direct benefits far beyond the nominal cost of such membership. The officers and committees of the A. A. N. right now

are making special effort to raise the number of members to a point which will give the association increased influence wherever wise organized action is essential. Members of the A. A. N. already have special advantages; these advantages are to be steadily increased. A good time to join is now when the influence of every addition to membership will tend toward cumulative action. Never was the association better equipped to accomplish practical results. It is ideally officered and the membership is thoroughly united. Join now and keep it so. Secretary Charles Sizemore, Louisiana, Mo., will fit you out.

PUBLICITY LESSONS LEARNED

We believe the aim of the publicity committee of the A. A. N., of which Paul C. Lindley is chairman, is to educate the trade so that it in turn may educate the public—working directly through local means. This plan has the obvious merit of aiming at direct results for the benefit of Nurserymen doing business mainly in their local zone to which such educational activities are confined. In other words, such propaganda and advertising—such planting interest as may be created and maintained through local press articles—ought to result in direct returns for the Nurserymen in that particular section reached by such publicity.

This is exactly the principle of the "Plan To Plant Another Tree" movement, and perhaps the committee had in mind the remarkably effective results obtained by Nurserymen in that movement. As we have repeatedly pointed out, "Plan To Plant Another Tree" seems to have outclassed all other forms of trade publicity, in that it creates NEWS which the press is eager to publish voluntarily. The difference between such publicity and that attempted through the press agent is as day and night.

That British Nurserymen's activities run parallel to those of Americans is again shown by a writer in the Horticultural Advertiser who in a discussion of trade publicity says:

It is only within recent years that our trade has appreciated the value of "limelight," but we have now within our ranks quite a few who fully understand it.

During the past twenty years we have seen new ideas evolved and fallacies discarded. Few of us now hold the opinion that we should grow things which do not pay in order to sell other things. Moreover, few of us hold the idea that it is wrong to make a profit, or that our trade is a mere luxury, or that the quickest way to successful trade is to undersell our neighbor.

Having educated ourselves (in which process as I have said, the "H. A." has taken a conspicuous part) our next step is to educate the public and it is this process which is so manifold that the job is a stupendous one. Still it is coupled with success in the horticultural world, and worth while.

The subject of expanding trade—of creating wider and greater demand to the end that shortages in general may take the place of the costly brush heap—is one of the outstanding advantages of membership in the American Association of Nurserymen.

The name of the Waxahachie, Tex., Nursery Co., has been changed to Mayhew Nursery and Floral Co. The proprietor, J. R. Mayhew, has purchased all outside interests and has added other branches. The new name reflects the personnel and the character of the business. The floral business is largely local. The Waxahachie Nursery Co. was established by Mr. Mayhew 25 years ago.

A Nursery department has been added by T. Caseo & Sons, Port Richmond, Staten Island, N. Y.

ARBORETUMS A LIVE SUBJECT FOR NURSERYMEN

Chairman Robert Pyle's Committee Procuring Information For American Association Action In Behalf of Horticulture Generally and For Nurserymen In Particular—Secretary of Agriculture Should Be Interested in National Botanic Garden and Arboretum In District of Columbia Under Direction of Dept. Agr.—The New Arboretum.

The interest taken by Nurserymen in arboreta is evidenced by the fact that a standing committee on the subject is maintained by the American Association of Nurserymen. Chief among the undertakings under the eye of the committee at present is the movement to establish a great national arboretum on the Mount Hamilton site near Washington, D. C., announcement of which was given prominence in these columns last year when Chairman Robert Pyle's committee presented some details of the project to winter meetings, of state and sectional associations of Nurserymen. The big plan is somewhat dependent upon the development of a Greater Washington with which the national arboretum is to be linked up.

The A. A. N. committee is noting with special interest extensions of existing arboreta and the establishment of others. In the latter class is the Morton Arboretum, Lisle, Illinois, of which H. R. Mosnat, Chicago, wrote recently in the American Lumberman as follows, after a personal visit:

What in a few years no doubt will be the greatest collection of every kind of tree and shrub that will grow in this climate is being created as rapidly as the growth of the trees will permit on a tract of 400 acres of fertile land, with variation in elevation of about seventy feet and situated two miles north of the little town of Lisle, Du Page County, Illinois, about twenty-five miles west of Chicago on the Burlington railway.

This 400 acres is a part of an estate of about 2,000 acres owned by Joy Morton, who in making the declaration of trust creating the Morton Arboretum, expressed the purpose of the undertaking as creating a foundation to be known as the Morton Arboretum, for practical scientific research work in horticulture and agriculture, particularly in the growth and culture of trees, shrubs, vines and grasses by means of a great outdoor museum arranged for convenient study of every species, variety, and hybrid of the woody plants of the world able to support the climate of Illinois, such museum to be equipped with an herbarium, a reference library, and laboratories for the study of trees and other plants, with reference to their characters, relationships, economic value, geographical distribution and their improvement by selection and hybridization; and for the publication of the results obtained in these laboratories by the officials and students of the arboretum, in order to increase the general knowledge and love of trees and shrubs, and bring about an increase and improvement in their growth and culture.

Mr. Morton is a son of J. Sterling Morton, who was the first secretary of agriculture of the United States and who established Arbor Day. He gave his beautiful home, "Arbor Lodge," in Nebraska to that State for a park. So Mr. Morton naturally inherits his great love for trees.

Every provision is being made for the broad and secure foundations for the Morton Arboretum as to finances, greenhouses, a working library on trees second to none, and the men to carry out the work, such as foresters, botanists, etc. At present the work is being devoted largely to planting so as to get the trees growing and especially conifers are being set out by thousands. Just to give an idea of the vastness of the enterprise, the collection of lilacs includes 250 varieties. Several small lakes have been made by putting dams across a little river running through the tract. There is also a Japanese island which will show all the various zones of plant life in Japan. There are many acres of native hardwood trees, some of the white oaks being a yard in diameter of trunks, and seventy-five or

more feet tall. At present special attention is being given to the evergreen and coniferous trees.

Prof. Charles S. Sargent, one of the leading authorities on American forest trees, author of many books on trees and director since 1879 of the Arnold Arboretum, Jamaica Plain, Boston, Mass.—a department of Harvard University—has visited the Morton Arboretum several times and is greatly interested in it. He has made invaluable suggestions, compiled book lists for the library and has given duplicate books from the Arnold Arboretum library. The sale of some very fine English libraries made it possible to secure a splendid collection of books in a short time. Mr. Morton said that it probably would be two years before the arboretum will be ready to admit the public, although the work has already been under way for several years. So far more

MIGHT PREVENT SURPLUS

The "intentions-to-plant" reports issued by the United States Department of Agriculture are not in any sense forecasts of acreage or yield. They indicate what is in the farmers' minds at the time the report is made, and when the general intention is made known individual farmers are enabled to change their intention in the light of the new information.

Something of this kind might prove of marked value if applied to conditions in the Nursery trade. The over planting bugaboo is with us always. Warnings against creating conditions whereby undue surpluses here and there may seriously affect the business of every Nurseryman have been issued through the columns of the *American Nurseryman* in the last two months by Hoopes Bro. and Thomas in the East, by J. B. Pilkington in the West, and by others. A close clean-up, (even to the extent of turning away cash orders) at profitable prices is far better any time than a great surplus which represents only a loss.

"Intentions-to-plant" reports have been a feature of the organized Nursery trade to some extent. Might they not be employed to much greater extent, the American Association of Nurserymen acting for the Nurserymen of the country, as to advice based upon a general survey, in the same capacity as the U. S. Dept. of Agriculture acts for farmers?

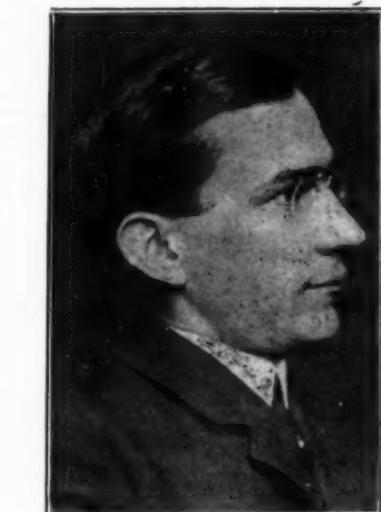
Uniform Inspection Plan

J. F. Jones, Lancaster, Pa., believes that the proposed uniform inspection law will do much to rid the trade of some at least of those who call themselves Nurserymen and who are a great detriment to the trade by reason of their unfair practices. Concerning William Pitkin's comment on Mr. Jones' communication on the subject of uniform inspection, Mr. Jones says:

"I believe Mr. Pitkin is more or less familiar with the inspection service in this state (Pa.) and if so he knows that it is very thorough and that it is not possible for any one not entitled to it to procure a certificate or to lawfully buy and ship stock not inspected. What I had in mind and wanted to bring out was the fact that any fellow might, in any state in the Union, grow a small block of Nursery stock and have it inspected and certified to and then go out and buy stock from whom he pleased or dig it out of the woods and ship that also under his permit tags. While this may not have happened in this or New York state I happen to know that it has in some of the states, and so far as I know the same could be pulled off in any state in the Union. These fellows are usually agents who have learned the business of selling stock and who, quite naturally, realize the advantage of procuring a certificate to ship stock that they may buy from the cheapest sources, regardless of the quality. Of course the business life of such Nurserymen is short, but they work harm to the business in general."

Winter Conditions in Texas—For those who may have other ideas regarding climate and vegetation in portions of the South—Texas for instance—the Verhagen Nursery Co., Scottsville, Tex., speaking of that company's specialty, says: "In this section rose plants have a long, equable growing season with plenty of winter weather to harden them to the tips. Here forest trees are dormant and leafless from November until late February."

The Eastern States Nursery & Landscape Co., Buffalo, N. Y., is establishing a Nursery and landscape division at Olean, N. Y.



ROBERT PYLE, West Grove, Pa.
Chairman A. A. N. Committee on Arboreta

than a quarter of a million trees and shrubs have been planted at the Morton Arboretum.

The location is ideal, far enough away from Lake Michigan to escape its chilling effect; the nearest railway is two miles distant, so smoke and gas from locomotives will never injure the trees, and the situation is within easy reach from Chicago and still far enough away so that the city can never encroach.

Roadside Trees—The statement of the Minister of Transport that he proposes to give power to the Local Authorities to spend money upon planting Trees by the roadside was discussed. Several members mentioned that Fruit Trees were planted by the roadside in many Continental countries, and the Chairman said that some Austrian villages were relieved of rates by the proceeds obtained from the sale of the fruit. Mr. Cull considered that Fruit Trees in the main roads would spoil the Scheme, and it was agreed that the planting of Fruit Trees would only be practicable in the country. On the proposal of Mr. Pearson, seconded by Mr. Cutbush, the following Resolution (to be sent to the Minister of Transport) was passed: "That this Council strongly supports the proposal of planting Trees by the roadside and the giving to local authorities the power to do so, and recommends that, except in towns, Fruit Trees should be planted for preference."—From Proceedings Executive Council Hort'l. Trades Ass'n., England.

"Standardized Plant Names," by O'msted, Coville and Kelsey, is the standard in this office.

Crop and Market Conditions

20% Ahead of Last Year

Manchester, Conn., Aug. 22—My observations both in this country and in France are that business is good. Don't believe French Nurserymen and peasant growers were ever so prosperous as they are right now. The high price of seedlings for some years back has put many thousand francs into French peasant's pocket so he is feeling happy and contented with life. The same applies to French Nurseryman who like we has had a short crop to sell and it has brought good prices.

Seedlings this year are tip-top in all respects. They have had just enough moisture and heat to produce an extra good seedling to be dug this fall, the best growing season they have had in many years.

Regarding business here at home on our wholesale end we are around 20 per cent ahead of last year and figure that it is a good report to make owing to dull business in other lines. Some sections of the country have had it extremely dry which has put a damper on business.

There is a very active demand for ornamentals, it seems far more than last year.

Fruit trees haven't been as active as they have been some years, but believe if the fruit crop is harvested this year at decent prices all lines will be cleaned up.

We can't see any occasion for any drop in prices and no Nurseryman should have any fear that he is not going to clean up. Believe it will be a whole lot better than last year.

We always believe in the idea you can't get business without you go after it and we are going to step pretty lively for it.

C. R. BURR & CO., INC.

Peach Orders Cut Big Swath

Winchester, Tenn., Aug. 19—The Nurseries at Winchester had have an unfortunate growing season this year. We had too much rain in May and June; after that it turned off dry, practically no rainfall in July. We have had some good showers lately, but we are beginning to need rain now. The grades of two-year apple and one-year peach will not be up to expectations; the percentage of caliper grades is sharply cut. More than 500,000 peach were booked on contract at Winchester before the convention. These orders, in my judgment, will cut a big swath in the supply.

The stand of one-year California privet is fairly good, but the growth is uneven and unsatisfactory. Two-year California privet is not in heavy supply here at Winchester but the growth is fairly good. The supply and growth on shrubs is about normal.

Retail Nurserymen have had a good business throughout the South; and, with the good price of cotton, they are looking for satisfactory fall collections.

E. B. DRAKE.

Meeting Temporary Shortage in Elm

Downers Grove, Ill., Aug. 20—Our business is a landscape Nursery in the Chicago territory. We find the demand holding strong. There is plenty of stock, except in trees, and particularly in American elms 1½ to 2 inches caliper, which we are using in quantities. We expect that this shortage will only be temporary, for there are large plantings of this variety being made in the Nurseries hereabouts.

LITTLEFORD NURSERIES COMPANY.

F. J. Littleford.

Say you saw it in "American Nurseryman."

Supply Greater Than Demand.

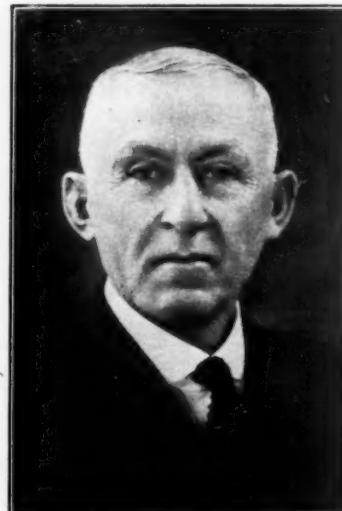
Clayton, Mo., Aug. 20—We are looking forward to normal business this fall, even though the building boom has come to a sudden stop. We are of the opinion that there is a greater supply of stock than the demand will require; however, we do not feel this will cause any reduction in prices.

WESTOVER NURSERY COMPANY.
H. W. Endres, President.

Obituary

Adelbert S. Riley

The president of the North Star, Nursery Co., Adelbert S. Riley, Pardeeville, Wis., died July 28th at his home, following a stroke of apoplexy on July 24th, as announced in the August American Nursery Trade Bulletin. He was born in Melrose, Wis., Aug. 9, 1866. His early years were spent in Minn. Poor health caused him to seek outdoor occupation. After a few years with the Waupun, Wis., Nursery Co., he formed a partnership with the late P. J. McKay. Upon the death of Mr. McKay the Riley interests were disposed of to the McKay Nursery Co. Mr. Riley formed the



ADELBERT S. RILEY

North Star Nursery Co., which has become one of the largest Nursery concerns in that section of the country. The Pardeeville Times said last month: "This has been brought about, not by any influence of mere luck, but by a strict adherence to business, a code of ethics patterned after the golden rule and a sincere regard for those principles. These business rules, together with the personality of the man, and the clean personnel of the men in his employ, have made the name of the North Star Nursery Co., a synonym for service and satisfaction in the business which he has represented."

Mr. Riley was a member of a local lodge

SOUTHERN NURSERYMEN'S ASSOCIATION

O. W. Fraser, Secretary

The program for the Greensboro, N. C. convention provides, in addition to opening features, the president's address and report of secretary-treasurer, for addresses on the first day by J. R. Mayhew on "A Southern Association Adequate to Southern Needs"; Dr. J. E. Cannaday on "Propagation"; Peter M. Koster on "Ericaceous Plants"; S. R. Howell on "Transplanting Nursery Stock"; C. Stuart Perkins on "Cost Accounting."

For the second day this feast has been prepared:

Cut-Rate Wholesale Prices at End of the Season, R. C. Chase, Jr., Huntsville, Ala.

Grading, Packing and Shipping Nursery Stock for the Landscape Trade, Walter E. Campbell, Greensboro, N. C.

Is the Nurseryman's Reward Adequate, C. T. Smith, Concord, Ga.

Are Nurserymen Overlooking the Value of Ericaceous Plants for the South, S. C. Hjort, Thomasville, Ga.

Is the Pseudo-Landscape Architect Injuring the Ornamental Business of the Future, Miss Elizabeth Drake, Winchester, Tenn.

A Word From the Entomologists, G. M. Bentley, Knoxville, Tenn.

The Japanese Beetle Peril, E. Fred Rowe, Harrisburg, Pa.

A word for Standardized Plant Names, Jas. B. Bailie, Augusta, Ga.

What the Nurseryman Should Read, Ernest Hemming, Easton, Md.

Closer Co-operation with Allied Interests, Robert Pyle, West Grove, Pa.

What the Trade Papers Have Done for the Nurserymen and What the Nurseryman Can Do for the Trade Papers, A. T. DeLamare, New York City.

Perspective—Discussion of the outlook and future of the Nursery Business.

and chapter of Free Masons. He is survived by his wife, two children and two brothers, C. W. Riley, Mason City, Ia., and Clarence Riley, Minneapolis. Besides relatives and employees of the company in and out of Fardeeville there were present at the funeral J. M. McKay and Patrick Duffy, McKay Nursery Co.; Frank Converse, of Coe, Converse & Edwards, F. T. Atkinson, and J. W. Jung, Jung Seed Co., Randolph.

The Frontispiece In This Issue

Editor American Nurseryman:

The accompanying cut is an illustration of "Show 'Em To Sell 'Em" advertising Campaign. It has been the talk of the town, and a business getter. Sales in our Retail and Landscape Department, at this time, have been materially increased, and we are looking forward to a big fall season.

To Nurserymen we would say: "If you are in position to arrange a similar, or any display in your town; we say 'Go to it.' It will create an interest in better home grounds planting, increase your sales and boost the sales of Nursery products."

FRANKLIN DAVIS NURSERIES.



Illinois Nurserymen at Onarga Nursery Company's Grounds on Occasion of 1924 Summer Meeting

TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1924 Convention, Atlantic City, N. J., June 25-27.

Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.

California Assn. of Nurserymen—Chancellor K. Grady, Sec'y, 401 Phelan Bldg., San Francisco.

Connecticut Nurserymen's Association—F. S. Baker, Secy., Cheshire.

Eastern Canada Nurserymen's Association—E. D. Smith, Winona, Ontario, president.

Eastern Nurserymen's Association—F. F. Rockwell, secy., Bridgeton, N. J.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill. Jan., 1925.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., W. Newbury, Mass., Jan. 1925, Hort'l, Hall, Boston.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo. Jan. 28, 1925, Kansas City, Mo.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo

New England Nurserymen's Association—G. Howard Frost, secy., West Newton, Mass.

New Jersey Association of Nurserymen—Wm. F. Miller, secy., Gloucester City, N. J.

Northern Nurserymen's Retail Association—C. H. Andrews, secy., Faribault, Minn.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y. Feb. 5, 1925, Rochester, N. Y.

Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash., Convention, 1924, Yakima, Wash.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rhode Island Nurserymen's Association—H. H. deWildt, secy., 521 Elmwood Ave., Providence, R. I.

Southwestern Nurserymen's Association—Thomas B. Foster, secy., Denton, Tex. Sept. 1924. Dallas, Tex.

Southern Nurserymen's Association—O. W. Fraser, secy., Birmingham, Ala. Sept. 1924, Greensboro, N. C.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Nurserymen's Association—George W. Holzinger, secy., Rosedale, Kan. Jan. 28-29, 1925, Kansas City, Mo.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

Mount Arbor Nurseries

E. S. Welch, President

SHENANDOAH, IOWA

A complete line of general nursery stock for the wholesale trade

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APPLE grades run in the 11-16 and up 5 to 6 foot grade and in the 5-8 to 11-16 grade. Varieties: Grimes Golden, York Imperial, Rome Beauty, North Western Greening, Gano, Malden's Blush, Winesap.

PEACH run in the 4 to 5 foot grade, 3 to 4 foot and 2 to 3 foot grades. Varieties: Elberta, Oldmixon Free, Reeves Favorite, Chairs Choice, Stump the World, Champion, Carman, Belle of Georgia, Brackett.

Can furnish both Apple and Peach in carload lots and will make an interesting price on both in lots of 10,000 or more. There is no better stock offered the trade. Samples will be furnished on request. Write for special quotations by letter.

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TRADE BULLETIN**

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American Fruits Pub'g. Co., P. O. Box 124, Rochester, N. Y.

THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Seventh Annual Meeting

in Rochester, N. Y., June, 1925. F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

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Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Mitas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

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Largest Growers in America
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Specialties
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Write for Quotations

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Robert Pyle, Pres. West Grove, Pa.

IT IS NONE TOO SOON

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For Fall delivery of 1924 and Spring 1925

I have made my usual planting of Grape Cuttings which are starting nicely. Varieties, Concord and Moore's Early. Usual grading: One-year XX, one-year No. 1, one-year No. 2 and No. 3. Will probably have 20,000 two-year Moore's Early to offer. See me at the Convention at which time I can explain growth and make you price on same.

Fairfield Nurseries, Salisbury, Md
CHARLES M. PETERS, Proprietor.

Established 1887 By J. H. H. Boyd
Forest Nursery Company

BOYD BROTHERS

McMinnville Tennessee

Growers and Wholesale Dealers in
FOREST TREE SEEDLINGS,
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Carload lots.

Also HARDWOOD CUTTINGS —
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SEASON, 1924

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AMERICAN ASSOCIATION OF NURSERYMEN

Charles Sizemore, Secretary

The publicity committee of the American Association of Nurserymen has engaged E. L. D. Seymour and E. W. Dorey, New York City, to issue a monthly bulletin to keep A. A. N. members informed as to association activities. The first issue is that for August. A strong effort to increase the membership of the association is to be made. President Harlan P. Kelsey says in a greeting and message: "News for Nurserymen is going to reflect and symbolize the concrete, manifold service that the American Association of Nurserymen is constantly rendering its membership in every section of the country and in every branch of the trade. It hopes to interest you, to serve you and to win and hold your friendship and co-operation." News for Nurserymen succeeds the A. A. N. Booster conducted for some time by F. F. Rockwell.

The accomplishments by the A. A. N. during the fiscal year, July 1923-June 1924, as outlined in President Kelsey's annual address published in full in this journal, are summarized thus:

1. Co-operated with the Entomological Section of the Association for the Advancement of Science, arranged for a two-year study of the crown gall problem by scientists of the Crop Protection Institute, and raised \$6000 a year to pay for this investigation.

2. Arranged for the services of competent and experienced legal council in Washington, D. C., whenever needed.

3. Contributed to the efficient work of the country's arboretums by general support and, specifically, by appropriating \$1500 as a gift to the Arnold Arboretum. (This action stimulated additional individual contributions totaling some \$400.)

4. Decided, at the convention, to affiliate with the Chamber of Commerce of the United States, thereby assuring the industry the immense services of that organization, and its influence.

5. Co-operated in a conference on the subject of plant patent or registration and took definite action aiming toward the establishment of some effective system of plant registration.

6. Exerted its influence (with apparent good results) in behalf of continued investigations of the subject of storage of Nursery stock by the Department of Agriculture.

7. Carried forward negotiations with the American Association of Landscape Architects and paved the way for a mutually beneficial, progressive understanding between the two professions.

8. Made an emergency appeal to the F. H. B. and secured permission for the entry of large quantities of much needed fruit stocks after they had been threatened with

exclusion or even destruction. In this connection took steps to insure foreign countries understanding the necessity of shipping in strict accordance with F. H. B. requirements.

9. Contributed efficient assistance in preventing the enactment of Federal legislation that would have greatly increased parcel post rates.

10. Promoted the scheme for a uniform tagging system for plants intended for interstate shipment, as worked out by Dr. Headlee of New Jersey.

11. Took up the subject of a system of cost accounting for the Nursery business and provided for a study of the problem and the adoption, if possible, of some system that would become available for any member in a form adaptable to his needs.

12. Collected through its secretary's office for its membership more than \$42,000 worth of difficult accounts and claims against railroads, express companies, etc. This at a cost to the membership of less than \$7000 which sum accrued to the benefit of the Association, helping to pay its expenses.

13. Continued, with the help of its traffic manager and attorney, its fight for a restoration of the second-class express rating on Nursery stock shipments.

14. Adopted a resolution outlawing (commercially) the Black Currant, thus taking the lead in a vigorous, determined campaign to bring about the control of White Pine blister rust. (This, as an illustration of the way in which the Association has built up a closer bond of understanding and co-operation between the trade and the scientific experts and authorities that is bound to mean much hereafter.)

TENNESSEE NURSERYMEN'S ASSOCIATION

G. M. Bentley, Secretary

The next annual convention of the Tennessee State Nurserymen's Association will be held in Nashville, Tennessee, during the last week in January. The State Horticultural Society will also hold its annual convention in Nashville during the same week, three days being devoted to the conventions of these closely allied associations.

Some ten members of the Tennessee Nurserymen's Association attended the Convention of the American Association of Nurserymen at Atlantic City. Bruce Howell, president of Howell's Nurseries, at Knoxville, Bristol and Chattanooga, is president of the Tennessee State Nurserymen's Association. A large proportion of the membership of the Tennessee State Nurserymen's Association is making arrangements to attend the annual Convention of the Southern Nurserymen's Association to be held in Greensboro, N. C., on September 3-4.

G. M. BENTLEY,
State Entomologist and Plant Pathologist.

When writing to advertisers just mention
the AMERICAN NURSERY TRADE BUL-
LETIN.

NEW YORK NURSERYMEN'S ASSOCIATION

C. J. Maloy, Secretary

New York Nurserymen's Outing

The annual outing of the New York State Nurserymen's Association will be in the form of a lake trip to Cobourg, Canada, on the steamship Ontario, Sept. 6th. Boat train will leave B. R. & P. R. R. station at 8 a. m., returning to the city at 8:30 p. m. Arrangements are under the direction of Secretary C. J. Maloy and President Fred T. Burke, Rochester, N. Y.

Co-operation With Societies

In his report for the A. A. N. committee on co-operation with other horticultural organizations, Chairman G. A. Marshall said: "This being a new committee, we are unable to report results, but are pleased to report progress. We sent out a circular letter to the secretaries of some 30 of our leading allied organizations covering all branches of horticultural interests as nearly as possible. In this letter we set forth a few of the many advantages of co-operation, informing them that the American Association of Nurserymen have appointed a committee for this purpose. We urged them to write us freely, giving their views, suggestions, etc. Prompt answers came from most of them, all favorable to the move, and a great deal of enthusiasm shown. A few of these societies have such a committee now and nearly all of the others suggested that they would bring this up and favor the appointing of such a committee as soon as possible."

Municipal Nurseries

Dade City, Fla., is to be further beautified through the provision of oleander, hibiscus, poinsettias, eucalyptus and palms from a municipal Nursery established at the suggestion of A. F. Price, president of the city council.

During several years the state forester, Colorado Agricultural College, Fort Collins, has distributed trees at cost each April. The trees are species believed best suited to Colorado conditions. The sizes offered make them financially within reach so that they may be planted abundantly as groves or windbreaks. The idea is service and not profit. Each purchaser of these trees supplied by the state is under obligation to report, upon request, as to the success or failure of the trees supplied.

Why Not a Certificate?

A certificate of membership—in neat form on a card 4" x 2½"—would be a nice thing to send to members of the American Association of Nurserymen, showing date to which membership has been paid.

Prof. W. C. O'Kane, Dept. Agr., Durham, N. H., announces that 48 states have now ratified the findings of the Washington conference on plant quarantines. The findings have been approved, also, by British Columbia, Hawaii and Guam.

**ROCKY MOUNTAIN
NURSERYMEN'S ASSN.**

C. Ferguson, Secretary

Twenty Nurserymen of Colorado last month formed the Rocky Mountain Nurserymen's Association with John T. Roberts, Jr., president; Armin Barteldes, treasurer and C. Ferguson, Denver, secretary. Headquarters will be in Denver and the association will affiliate with the American Association of Nurserymen. Dishonest practices on the part of some Nurserymen will be handled unitedly and legislation to correct evils will be urged if necessary. Fruit raising will be fostered especially.

Excellent Retail Trade In Prospect

Blue Ash, O., Aug. 25—In the vicinity of Cincinnati, O., we look for an excellent retail trade, especially in ornamental stock. There are no wholesale Nurseries in this vicinity. The supply of stock is limited. Many new sub-divisions are being laid out and new buildings going up. The Wm. A. Natorp Co. has purchased forty acres on Montgomery Ave. which is being planted to ornamental stock.

WILLIAM H. GALLOWAY.

Oriental Moth Hearing

On account of the short notice given for the F. H. B. hearing in Washington to consider a Massachusetts quarantine to prevent the spread of the oriental moth, the board will receive written statements on the quarantine proposal. Donald D. Wyman, Bay State Nursery, North Abington, Mass., the only Nurseryman at the August 4th hearing, vigorously protested against the placing of a quarantine, requesting consideration of what a quarantine would mean to the state. He urged that the word "quarantine" would give a bad name to the state and be a reflection on its Nursery industry.

Attorney M. Q. McDonald, represented the interests of the American Association of Nurserymen.

Fred H. Howard in England—Fred H. Howard, of Howard & Smith, Nurserymen, Los Angeles, California, is now in England. He was one of the judges at the Bagatelle Rose Trials and said he never saw roses looking better. The firm of Howard & Smith specializes in roses and does upwards of 70 acres. They are interested in amaryllis which they are going to produce in quantity. Mr. Howard figures if they can be sold to the retail Nurseryman at a moderate price, they should make a popular decorative plant. The florist, he claims, will be able to flower them 90 days after potting. Mr. Howard has made good use of his time whilst in this country, visiting some of our foremost Nurseries and several shows. Mrs. Howard accompanied him to the National Rose Show at the Botanic Gardens.—Horticultural Trade Journal.

P. H. Dorset, for a quarter of a century a leading plant expert of the Department of Agriculture, and his son, J. H. Dorset, sailed recently from San Francisco en route to Shanghai, where they will begin a three-year plant exploration trip in certain areas of China. During their stay the two investigators will make special search for hardy plants particularly adapted to cultivation in our northern great plains region. The work will be confined to a small area with intensive study of the more important crop plants.

Dr. Albert R. Mann, dean of the New York State College of Agriculture, is leaving the college for two years to undertake an international mission to bring the agricultural educational interests of the United States and Europe into closer co-operation.

Howard & Smith's favorite rose stock is Ragged Robin, (Gloire de Rosamane).

Attention Wholesale Nurserymen

Please place our name on your mailing list that we may receive your wholesale trade lists.

KEMBLE FLORAL CO., INC.
Cedar Rapids, Iowa

For Another Willadean Nursery

Editor American Nurseryman:

There are two very interesting things I have noticed this season as I have been around to a good many Nurseries. I find the greatest shortage in salable sizes of evergreens that I ever saw before, especially in places that usually have a large supply. Another thing I have noticed more than ever before; there seems to be a larger planting of lining-out stock coming on, than has been planted for a long time, even florists, dealers and farmers planting several thousands of stocks; those who never grew Nursery stock before. So it makes me feel that in a few years there will be plenty of the commoner kinds of stock everywhere. However, I am growing the scarcer varieties of Nursery stock now, and believe that I will be able to buy a lot of common stock cheaper, when I will need it, than I can grow it. Hope in a few years to have a good stock, like I once had, and build up another Willadean Nursery. But this time for myself.

J. F. DONALDSON.

L. J. TUCKER



L. J. Tucker, of the McKay Nursery Co., Madison, Wis., died July 28th of typhoid fever.

Mr. Tucker a week before his death planned a trip to Yellowstone Park with his family. He was born in Pardeeville, Wis., 52 years ago and had been principal of several schools in Wisconsin. Twenty years ago he entered the services of the McKay Nursery Co., as salesman. He was secretary-treasurer of the company at the time of his death. A loyal and efficient worker, he did much toward the development of the company. He had been chairman of the vigilance committee of the A. N. and at the time of his death was secretary and treasurer of the National Retail Nurserymen's Association. He was known to many friends as "Tuck."

Mr. Tucker was secretary of the Methodist Hospital Association, Madison, and president of the Northwestern Curling Association of which he was one of the founders.

L. B. Skinner, Tampa, is president and B. F. Floyd, Orlando, is secretary of the Florida Horticultural Society whose 37th annual meeting was held April 25 in Tampa. Resolution in favor of a state department of horticulture was passed. G. H. Blackman of the college of agriculture, Gainesville, discussed pecan culture. Citrus culture was discussed by several speakers.

Among other features of the exhibit of the Geneva Experiment Station at the New York State Fair in Syracuse the week of September 8 will be a display showing how the plant breeders at the Experiment Station develop new varieties of fruit.

San Mateo Nurseries, San Francisco, Cal., is a new concern with 20 acres at Beresford.

**SOUTHWESTERN ASSN.
OF NURSERYMEN**

Thos. B. Foster, Secretary

The seventh annual convention of the Association will be held in Dallas September 17-18. This promises to be one of the most important meetings we have ever had. We will have some excellent speakers and a good program is assured.

I believe that this will be the best business year the Nursery industry has ever seen. Whether you agree with me or not, I want you to meet me at the convention on the above dates. Come and hear what others in the Nursery business have to say about the present situation. If you have in mind any particular subject you want discussed at the convention write to me about it at once so that I may arrange to have a speaker take this subject.

This will be the most important meeting of Nurserymen in the South this year. Our association has more members and covers a larger territory than any other similar organization in the South. You, of course, intend to join the Association whether you can attend the convention or not. That is the least you can do as a live wire Nurseryman and florist, as a progressive business man and citizen. We need your co-operation and we need your membership fee to help along a number of good causes, the principal one of which is our effort to secure a lower express rate on Nursery stock. You cannot spend three dollars in a better way than by joining the association. It's easy to sit down and mail me your check for \$3. Do this now while you are thinking about it. And be sure to meet me in Dallas at the Adolphus Hotel on September 17-18.

THOMAS B. FOSTER,
Sec.-Treas. S. W. A. of N.

Reno Rosenfield, proprietor of the Rosenfield Peony Gardens, of Omaha, Neb., recently purchased a 40-acre tract on the Dallas county line, Iowa, and will grow peonies on a large scale.

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AMOOR RIVER NORTH PRIVET.
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Best Varieties. Well Rooted

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Barberry Thunbergii

3-yr., heavy and strong

California Privet, 2-year.

Apples, 2-year; Pears, 2-year

Sour Cherries, Plums, Asparagus,
Grape Vines, Peaches, Shrubs,
Ornamental Trees**Rockfall Nursery Co.**
Rockfall, Conn.**Broadleaf and Coniferous
EVERGREENS**English Laurel, Japanese Ligustrum,
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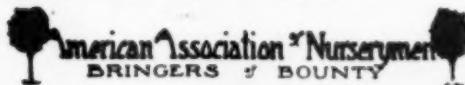
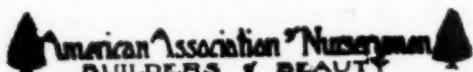
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We offer selected Pecan Trees, pro-
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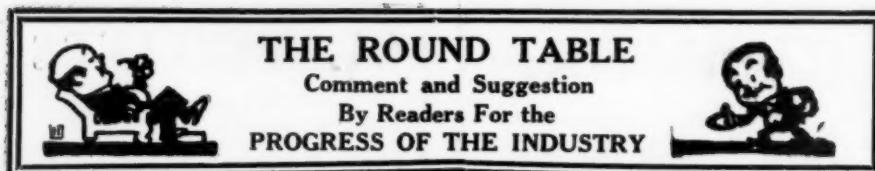
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THE AMERICAN ASSOCIATION OF NURSERYMENIs accomplishing much for the Nursery Trade. Practical Departments and Active Committees are at work.
Are YOU a MEMBER? Write CHARLES SIZEMORE, See'y, LOUISIANA, MO., for full particulars.

**For Big Horticultural Exhibit**

Editor American Nurseryman:

Replying to your inquiry of August 18th, the recent meeting of the State Horticultural Society was very interesting from the Nurseryman's point of view, in that it was determined to hold a mid-winter meeting and to put on an exhibit of horticultural products representing the entire Southwest. In speaking to this subject, I outlined a plan which was unanimously adopted and to which was subscribed about \$1000 for defraying the expenses of the show and I have accepted the chairmanship of this mid-winter meeting. I am hoping to get my committee together within a short while, and the probabilities are the meeting will be held in some one of the South Texas cities, maybe Houston or San Antonio, and we are hoping to make this a red letter day for horticulture in the Southwest. The probabilities are the meeting will be held some time in January, during which time none of us are very busy, and thus far in advance I am hoping you will take advantage of the opportunity, and I believe it will be one really worth while, to visit this horticultural show.

J. R. MAYHEW.

Waxahachie, Tex.

Need for Dependable Salesmen

Editor American Nurseryman:

Our business for fall and spring 1923-24 shows a fair increase over the preceding year and inquiries to date would indicate a better demand for the coming season.

Ours has been a local retail business and we have a fairly good supply of stock for our probable needs—a few items we have in surplus. Some wholesale items, notably cherry, are too high and must come down.

Please permit us to state a question for consideration or solution: Why will reputable (supposedly) Nurserymen employ dishonest salesmen? Surely they could find out something of the dependability of the men they employ. A couple years ago a "crew" of salesmen sold in our community the "Tree Blackberry" at \$1.00 each and delivered our common seedling mulberry. Ye gods! Nurserymen do need to "clean house."

A. H. SUTTON & SON
Independence, Kan., Aug. 22**PEACH TREES**

58,000 Elberta	2,200 Slaphey
20,000 Belle Georgia	2,000 Matthews' Buty
5,000 Arp Beauty	1,700 Heath Cling
5,000 Greensboro	1,000 J. H. Hale
3,500 Hiley	500 Wonderful
3,000 Carman	200 Stinson
3,000 Mayflower	200 Bilyeu

These are yearlings, well branched, good roots, well colored; ready for early fall or spring shipment.

Say how many you will take at your price, packed and freight allowed to your station.

We had too many seedlings last summer but budded them anyway, and now have more trees than our regular trade will probably use. Therefore they are on the market, almost at your price.

Howard-Hickory Co.

HICKORY, N. C.

WANTED—HIGH-CLASS MAN

By reliable, prosperous and up-to-date Nursery Company located in Middle Western State. Party must thoroughly understand propagating and growing general assortment of nursery stock including Fruit Trees, Ornamental Stock, etc. Must be capable of taking full charge of Nursery comprising about 200 acres. Must also have experience in packing, grading, handling of men, properly keeping of Nursery records, etc. Will sell interest to right party should they prove themselves capable and reliable. Unless you have real ability do not apply. All correspondence will be considered strictly confidential.

B-25. Care of AMERICAN NURSERYMAN
Rochester, N. Y.**Australian Interested in Ethics**

Editor American Nurseryman:

I will be pleased if you will let me know when my subscription is due as I intend to continue to be a subscriber of your valuable trade paper. I wish we in Australia could boast of a similar paper, but as we are quite young yet out here we have plenty of time yet.

I notice that your associations have a code of ethics. I would consider it a favor if you could possibly forward me out a copy.

Thanking you in anticipation, also for your last lot of literature you posted out to me which I consider is a credit to your trade organization.

E. WISEMAN.

Essendon, Victoria, Australia.

Manual of Tree and Shrub Insects—By Ephraim Porter Felt, state entomologist of New York; edited by Dr. L. H. Bailey: in the Rural Manual Series, by Macmillan. Cloth, 8vo, pp. 382, fully illustrated. \$3.65 postpaid. Rochester, N. Y.: AMERICAN FRUITS PUBLISHING CO.

This is a general account of the more important or common insects attacking shade and forest trees and shrubs and woody ornamentals. For more than thirty years the author has been keenly interested in this phase of entomology. He says that the insect problems in relation to trees are likely to become more serious, if one may judge from the developments of the last 25 years.

In Part I Dr. Felt gives general information about insects which all who have the care of trees and shrubs should know. Parts II, III and IV are for reference purposes. There are many illustrations to aid in identifying troublesome pests and an exhaustive index makes reference easy.

In Memory of E. W. Kirkpatrick

For more than fifty years one of the outstanding characters in the Horticultural world and particularly in the Southwest was General E. W. Kirkpatrick of McKinney, Texas, whose death occurred on March 24th, 1924, at the ripe age of eighty years. While he classified himself a Nurseryman, his activities were in no sense confined to horticulture but he invested himself and his money in great diversity of enterprise; practically all of which were closely related to agriculture. He originated and introduced many new varieties of fruit and ornamentals, many of which have now become standard in horticulture and are at the present time listed in most of the catalogues of the country.

Having early in life solved the matter of a competency for his family and having the disposition to give of himself and his means to the public weil, it is safe to say that General Kirkpatrick during the latter days of his life spent more money in a beneficial

way and gave more time toward promoting the public good than he did on his own account.

No worthy cause was ever presented to him in vain. He was one of the truest philanthropists I have ever known. He was for many years President of the Texas Farmers' Congress and at the time of his death he was President of the Texas Industrial Congress. He was a past President of the American Association of Nurserymen and for many years was one of the Association's most useful members, as many of the older members will recall. He was at the time of his death Brigadier General in the United States Confederate Veteran's Association and was scheduled for election to Commander in Chief of this Association in June, this year.

In politics, he was an Independent, reserving the right always to cast his lot with that party whom he believed would best serve the people, whose cause he always sponsored, and from whose interests he could not be separated. To his closest friends however, he was known best and admired most for his unswerving devotion to right and justice, and his hatred for everything which smacked of injustice. He despised, as few men do, everything that was suggestive of unfairness or injustice and his voice was always raised to condemn sham and hypocrisy whether in state, church or society; be it

RESOLVED, by the American Association of Nurserymen that in the death of General E. W. Kirkpatrick a great man and a great Nurseryman has gone from us and that in recognition of the esteem in which he was held in this Association a copy of this resolution be printed in the Association's year book and copy of same be furnished his bereaved family.

—J. R. MAYHEW, C. C. MAYHEW

A. M. Augustine, Normal, Ill., is visiting Nurseries in Northern Illinois.

The Littleford Nurseries, Downers Grove, Ill., Naperville Nurseries, Naperville, Ill., and Aurora Nursery Co., Aurora, Ill., each had an exhibit at the Flower Show in Aurora, August 7th.

Elm City Nursery Co., New Haven, Conn., will move its offices to the main Nurseries a mile south of the highway, the present office grounds having been planned for development for residence grounds.

Charles A. Reed, Laurel, Md. and others have incorporated, for \$35,000, the Maryland State Nursery Co.—C. C. Daniels, West Paterson, N. J., has started a Nursery.—J. J. Yerian is in charge of a branch office of Knight & Bostwick Nurseries in London, O.—Frederick W. Kelsey, New York City, has been visiting points in France and Switzerland.—J. J. Grullemans, Wayside Gardens, Mentor, O., has been visiting English and Continental plant-producing points.—Walter W. Webb, Guaranty Nurseries, Rochester, N. Y., on a recent trip to the West and South found retail Nursery business much better than it was last year. He believes there is a good year's business ahead.

ASSISTANT NURSERY SUPERINTENDENT

WANTED—First-class man to assist in running two Nurseries two miles apart. Salary according to proven ability. Must have experience handling labor efficiently in propagating, growing, shipping, etc. Northern experience preferred. Give education, details of experience, references and previous salary in first letter.

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EARLY HARVEST BLACKBERRY PLANTS—\$9 per 1000. CUMBERLAND

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PRUNE: 2-yr. buds.
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Our Price List A Worth While One

**Our General Price List Will
Be Mailed September 6th**

It is one that you will be interested in looking over and will prize for reference, not the kind that finds its way into the waste basket.

If you have not received it by September 10th, write us for a copy of it, and to have your name placed on our mailing list. Use printed stationery or a billhead, or enclose business card. These Price Lists are sent to the trade only.

How about your Fall requirements? It is not too early to be getting them covered. Shortage in some lines are already indicated.

We are booking reservations now. Business is good. Sales are 10% ahead of the same date last year, and last year was the biggest ever.

Don't wait too long!

Rosegrove's and Nurserymen

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Wholesale Only
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GET READY

Now to check our Bulletin No. 1, out in September. It will save you money, and covers a complete line of stock.

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ORNAMENTAL SHRUBS, short crop
BARBERRY THUNBERGII, by the carload
as well as
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branched
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produce the best seedlings in the coun-
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BARBERRY THUNBERGII, 2 yr., not trans-
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Catalogues, folders, broadsides, circulars,—anything to sell stock,—printed for Nurserymen.

Equipment adequate for handling any work; in black and white or in beautiful process colors.

Our own collection of photographs, covering nearly every staple variety in fruits and flowers, and being constantly added to by our two expert horticultural photographers who have turned in a wealth of new, original and beautiful illustrations this summer.

Nursery catalogues are handled here by a Nurseryman of long experience in growing and especially in selling Nursery stock, often quoted as an authority on printed salesmanship.

Such equipment and service should interest Nurserymen who have catalogues printed for them. Correspondence is invited.

THE DU BOIS PRESS

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Kelsey - Highlands Nursery

White and Canoe Birch Seedlings

Birch seedlings are in growth and it is not possible to forecast sizes accurately at this time. I am booking a few advance orders for Fall or Spring delivery as below, in strict rotation.

EUROPEAN WHITE BIRCH, Betula alba,
6-12 in. \$50.00 per 1,000. 10,000 or more @
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CANOE BIRCH, Betula papyrifera, 6-12 in.
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Many prefer the Canoe or Paper Birch as a bud-
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Harlan P. Kelsey
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W. C. REED & SONS
Vincennes - Indiana

We are pleased to offer for Fall 1924

CHERRY, ONE YEAR SOURS, 11/16 up
CHERRY, ONE YEAR SOURS, 9/16 to 11/16
CHERRY, ONE YEAR SOURS, 7/16 to 9/16
CHERRY, ONE YEAR, 2 to 3 feet
SWEET CHERRY, ONE YEAR, 5/7 ft., 4/5 ft. & 3 to 4 ft.
CHERRY, TWO YEAR, XX
CHERRY, TWO YEAR, 11/16 up
PEACH, ONE YEAR, Leading Varieties
APPLE, ONE YEAR, Buds

Largest Producers of Cherry Trees in the World
IMPORTED FRENCH PEAR & CHERRY SEEDLINGS
GET OUR PRICES

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ALSO

Weeping Mulberry
Catalpa Bungeii
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Large assortment of lining out stock

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Sours on mahaleb stocks one and two year.

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BETTER THAN ANY TRADE DIRECTORY—Mailing Lists changed daily.

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FRUIT TREES

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A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurseryman and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the Industry generally."

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